MIT MANAGEMENT EXECUTIVE EDUCATION

Negotiation for Executives

Sample Schedule – Live Online (Zoom)

***All times listed below are in Eastern U.S. (Boston) time.**
Sample schedule subject to change.

DAY 1

9:30 – 10:00 AM	**Introduction and Overview** ***Jared Curhan*** *- Associate Professor of Work and Organization Studies*
10:00 – 11:30 AM	**Core Negotiation Strategy** *Win As Much As You Can*
11:30 – 12:00 PM	*Break*
12:00 – 2:05 PM	**Distributive Bargaining** *67 Fish Pond Lane*
2:05 – 2:35 PM	*Break*
2:35 – 3:00 PM	**Value Claiming**
3:00 – 3:45 PM	**Principles of Influence**
3:45 – 4:15 PM	**Day 1 Debrief**

DAY 2

9:30 – 9:45 AM	**Introduction to day 2**
9:45 – 10:30 AM	**Psychological Barriers** *The Ultimatum Game*
10:30 -12:05 PM	**Integrative Negotiation** *Freelance Consultant*
12:05 – 12:35 PM	*Break*
12:35 – 1:45 PM	**Value Creation**

All times noted are Eastern U.S. time

1:45 – 2:15 PM	*Break*
2:15 – 2:45 PM	Subjective Value
2:45 – 3:30 PM	Personal Signatures *PEA Feedback*
3:30– 4:15 PM	Assignment and Conclusions

DAY 3

9:30 – 1:45 PM	Putting it all Together *(includes break)* *Bakra Beverage*
1:45 – 2:15 PM	Bakra Beverage Review
2:15 – 2:45 PM	Psychological Barriers *The Ultimatum Game*
2:45 – 3:05 PM	*Break*
3:05 – 4:00 PM	Strategic Barriers *Difficult Tactics Exercise*
4:00– 4:15 PM	Final Review and Wrap-up

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